

Message Text

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PAGE 01 TAIPEI 00139 100450Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
-----100454Z 119681 /15
R 100410Z JAN 77
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 2199

UNCLAS TAIPEI 0139

E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: EXPORT - PURCHASE OF GARBAGE TRUCKS

REF: CCP FY77

1. DEH CHEONG ENTERPRISE CO., LTD. (WTD MARCH 1971 BEING UPDATED), WAS ESTABLISHED IN 1965 WITH A REGISTERED CAPITAL OF US\$100,000, AND HAS BEEN IN IMPORT:EXPORT BUSINESS IN THE FIELDS OF AUTOMOTIVE EQUIPMENT, TIRES, AIR COMPRESSORS, SPORTING GOODS, AND GARMENTS. ITS SALES VOLUME IS APPROXIMATELY US\$2 MILLION PER YEAR. THE FIRM NOW URGENTLY SEEKS A SUPPLIER OF HEAVY-DUTY GARBAGE TRUCKS FOR THE ROC GOVERNMENT.

2. MR. STEPHEN WONG, GENERAL MANAGER OF DEH CHEONG, INFORMED THE EMBASSY THAT BECAUSE OF HIS PERSONAL CONNECTION WITH THE END-USER, A SUPPLIER WILL BE SELECTED AND ITS PRODUCTS SPECIFICATIONS WILL BE USED IN THE BIDDING REQUIREMENTS. THIS PURCHASE, AS INDICATED BY WONG, WILL BE IN FAVOR OF A U.S. COMPANY IN LINE WITH THE GROC'S CURRENT PROCUREMENT POLICY. ALSO, DEH CHEONG WISHES TO OBTAIN AN AGENCY/DISTRIBUTORSHIP AGREEMENT WITH ANY PROSPECTIVE U.S. SUPPLIER PRIOR TO THE SUBMISSION OF ITS INFORMATION AND SPECIFICATIONS TO THE ENDUSER FOR CONSIDERATION. ACCORDING TO DEH CHEONG, CATALOGS AND DESCRIPTIVE MATERIALS FROM INTERESTED U.S. SUPPLIERS SHOULD BE MAILED TO THEM
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THROUGH THE EMBASSY AS SOON AS POSSIBLE.

3. THE LOCAL FIRM ALSO STATES THAT THE PURCHASE INCLUDES FIFTEEN (15) UNITS OF 3-5 TON DIESEL-ENGINE GARBAGE TRUCKS WITH A TOTAL COST OF ABOUT US\$500,000. DEH CHEONG STATES IT IS ONLY WILLING TO DISCUSS WITH U.S. SUPPLIERS HAVING NO PRESENT AGENCY/DISTRIBUTORSHIP WITH A LOCAL FIRM IN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Legacy Key: link1977/newtext/t19770165/aaaacfbm.tel
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Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3630173
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Status: NATIVE
Subject: EXPORT - PURCHASE OF GARBAGE TRUCKS
TAGS: BEXP, TW
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/e0e7b6db-c288-dd11-92da-001cc4696bcc
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